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WE flatly guarantee that Luzianne goes twice as far as a cheaper coffee. We flatly guarantee that it will satisfy you in every way. If, after you have used the entire contents of one can according to directions, it has not made good on both these claims, throw away the can and ask your grocer to refund your money. He will do it without argument. Write for premium catalog.

The Reily-Taylor Co. New Orleans

Try a Martin Ditcher at Our Risk



The men behind the Martin Farm Ditcher and Road Grader play fair. They don't want any man who buys one to regret it if it fails to do the things claimed for it. They know that the properly drained farm is the one that produces biggest crops and makes most money. The Martin and a little bit of labor will soon properly drain any farm. This machine cuts a V-shaped ditch down to four feet. It is reversible, throws the dirt to either side so that you can ditch close to a fence.

It can be adjusted for a narrow or wide cut. It's made all of steel and has no working parts to wear out. Lasts a lifetime. Valuable for hillside ditching and terracing. Builds and tears down levees, fills gullies, grades roads. Call and look at one or send for book telling what users think.

Made by Owensboro Ditcher & Grader Co., Inc. Owensboro, Ky. Patented

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Build Up for Winter

Clear out the congestion that has disturbed your breathing and weakened your digestion, and re-invigorate all the bodily processes to do their full share in cold weather, and thus build yourself up to perfect health.

PERUNA IS INVIGORATION

It is a tonic that restores the balance to your bodily functions, clears away the waste matter in your system, and keys you up to increased effort and better health. For nearly half a century thousands have found it a valuable aid in all casual conditions. Their experience points the way for you. PERUNA has stood the test that proves its value. Tablet form is convenient for quick administration. Pleasant to take and easy to carry with you.

Manila Tablets are the ideal laxative. They correct the habit of constipation, arouse the liver and help the kidneys. Your druggist has them.

The Peruna Company, Columbus, Ohio

Notice of Sale.

In pursuance of the will of Mrs. D. A. Hitt, we will sell to the highest bidder on October 2nd, 1916, at Laurens court house, all of her tract of land containing one hundred thirty-six (136) acres, situated in the town of Hill, S. C. Terms of sale: cash, purchaser to pay for papers and stamps.

H. E. Hitt and J. A. Pinson,
Executors.

Scientific Farming

WHEN TO SELL TIMBER.

Wood Lot Owners Do Not Always Know the Best Time.

[Prepared by United States department of agriculture.]

Wood lot owners do not always know when to sell standing timber and when to use it for local needs, according to United States department of agriculture bulletin 715, "Measuring and Marketing Wood Lot Products." In some localities it unquestionably pays the farmer better at all times to sell it, particularly the more valuable kinds. For example, in the central hardwood region farmers profitably sell their select yellow poplar trees and with the money purchase and haul back to the farm for distances of from four to eight miles southern pine siding for their houses and barns. On the other hand, there are too often instances



A WOOD LOT IN GOOD CONDITION.

where one finds choice white oak of the best quality for veneer or furniture stock sawed up into posts for the farm.

The wood lot owner should keep in touch with market conditions in order that he may market his product to the best advantage. With rarely an exception the timber is not dying, decaying or "going back" by fungous or insect attack at the rapid rate alleged by buyers who obviously desire to buy as cheaply as possible, and unless it is overmature it is increasing yearly in volume and value. Cutting during the early period often represents a real sacrifice in financial returns. The approximate age at which trees should be cut in order to secure the highest net money returns per year is very different for different species. Thus cottonwood, ash and yellow poplar become commercially valuable at much earlier ages than white oak and black walnut.

Wood lot owners often sell their timber without having a sufficient knowledge of its market value to protect their interests and suffer loss in consequence. Such loss can be avoided only by a careful and thorough study of all available markets.

The following steps may be of assistance in acquiring a knowledge of the sale value of timber:

First.—Take advantage of the experience of neighbors who have recently sold timber or have otherwise informed themselves in regard to good markets and current prices.

Doubtless the preponderance of poor bargains over good ones has something to do with the proverbial reticence of farmers on the subject of their timber sales. It is not unusual to find cases where adjacent farmers have sold approximately the same grade of material at about the same time for widely different prices. In communities where the co-operative spirit is strong stumpage values usually become pretty well known.

Second.—Apply to the state forester, the county agricultural agent or any other available public official or personal agency for sources of information and advice regarding possible markets and timber prices.

Third.—Employ the services of some reliable man who has made a special study of market prices of logs and lumber. The saving gained thereby, unless the owner has had much experience along that line, may amount to from ten to forty times the cost of the examination.

The opportunity in this field is particularly promising. In most sections where timber has been sold to any extent in the past men of the necessary qualifications can be found whom such employment by the day or the job would enable to keep up with market conditions and be of very real assistance to owners of timber.

Fourth.—Get into touch through correspondence with outside buyers and thus awaken competition among as many prospective purchasers as possible. A live effort along this line will often succeed in bringing about an open market for standing timber.

Fifth.—Determine the value of the material by reference to current market prices and the total cost of putting it on the market.

WINNING TRUST IN SMALL TOWNS

Courtesy of Employees an Important Element to Success.

CONFIDENCE GROWS SLOWLY

Every Utility Enterprise Must Have Behind It an Honest Purpose, Sound Integrity in Its Operation and a Desire to Give Thorough Satisfaction to Those It Serves.

By HARLEY I. CLARKE.

If it were the easiest thing in the world for a public utility to win the confidence of the public in towns of 5,000 to 20,000 population it would be a work of supererogation to offer any comment on plans of procedure calculated to attain that end. But "confidence is a plant of slow growth," and the small town field provides a soil that in many cases, perhaps in most, is a good deal less friendly to the rapid development of that plant than that of the big city field, strange as such a statement may appear on the face of it. It is not necessary or pertinent here to go into the factors that contribute to this condition.

In the first place, it goes without saying that every public utility that is slated for success must have behind it an honest purpose, sound integrity in its operation and a genuine desire to give thorough satisfaction to the public it serves. These are fundamental and all essential elements. However, these elements alone will never make the soil produce the plant of public confidence in the fulness of perfection.

Courtesy is the great lubricator—the oil that keeps the machinery of modern business running smoothly and efficiently. It is the outward and visible sign of an inward and actual desire to please—the motive which must be the foundation purpose of every successful business enterprise. This desire and the courtesy which expresses and interprets the desire to the great public are the best selling agents any utility can hire. They establish and preserve friendly, harmonious relations with the public. Pleasing means succeeding, for the simple reason that your pleased customer never keeps the fact to himself; he is an indefatigable communicator of his satisfaction to others—for which the gods be thanked. On the other hand, he is no less given to publishing his dissatisfaction, which is still another argument in the case.

Of course, this courteous attitude on the part of the company's employees, vital as it is, is not going to be anything more than an empty form unless it is strongly backed up with the company's service. The central station must look upon itself not only as a manufacturer and seller of service, but distinctly as a giver of service. And every single department of the utility must consider itself directly concerned in giving that service.

It is important for employees of public service utilities to remember that everything they do or say has of necessity a direct effect upon the success or failure of their company. They cannot consider themselves detached units, mere cogs in the wheel; they are of the very fabric of the company. Officials, employees and public constitute a composite whole whose interests are in a peculiar degree mutual and identical.

Officials and employees alike should maintain an attitude of full and hearty sympathy with other local public service agencies, making it their business to "pull together." Anything which makes for the good of the town in general is going to make for the good of every citizen of the town and the prosperity of every enterprise within its borders. And not only must the public utility stand behind every movement looking to the benefit of the community, but it must let folks know that it does. Co-operation pays. The co-operative attitude pays. The reputation for possessing that attitude pays.

It is a good policy at all times for a public utility to avoid taking sides on local issues. When the storm is over and folks are ready to go ahead with their public improvement a helping hand can be lent toward bringing the good work to successful completion. But strict neutrality is the safest course to steer by when there's a fight in the air.

It doesn't pay, either, for the public utility to get itself mixed up with local politics. Politics is a seesaw game at best. The man you oppose today is the man who is going to be back in power tomorrow, with all a gaddy's ability to sting and annoy those against whom he bears ill will. The public utility, serving the people in general, does well to keep clear of all entangling alliances and to stick closely and consistently to its knitting. There's a plenty of it to keep any healthy individual nicely out of mischief.

The Rural Thought.

It is too true that the average city takes little or no interest in its rural community. Too many chambers of commerce, I believe, are serving the interests only of their members and giving but small measure of attention to the great bulk of humanity which swelters in the shop and on the farm. Too much red tape, too much formality and too much detail litter business hours of many secretaries to the discomfiture of practical work.—F. H. Green, Secretary Philadelphia (Pa.) Chamber of Commerce.

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Laurens County Realty for Sale

No.	No. Acres	Price	Distance	Town
1	135	\$2700	10 miles	Graycourt
2	47	2500	5 "	Graycourt
3	90	20 per	7 "	Waterloo
4	89	1850	1 "	Barksdale
5	52	1500	1 "	Barksdale
6	54	750	12 "	Laurens
7	26	525	1 "	Barksdale
8	7	2700		Orn
9	51	1500	1 "	Barksdale
10	46	1800	2 "	Laurens
11	10	5000	1 "	Laurens
12	41	3500	1 "	Laurens
13	768	40 per	7 "	Laurens
14	203	20 per	12 "	Laurens
15	68	2500	3 "	Gray Court
16	37	3500	4 "	Laurens
17	240	15 per	2 "	Barksdale
18	158	20 per	5 "	Laurens
19	87	5500	3-4 "	Gray Court
20	15	2000	1-4 "	Gray Court
21	92	30 per	4 miles	Laurens

Laurens City Property

No.	Lot	Building	Location	Price
101	55x65	9 rooms	Caroline street	\$ 3000
102	380x121	6 rooms	Chestnut street	2000
103	50x230	7 rooms	Gordon street	1500
104	12 acres	none	Jersey	2000
105	1-4 acre	none	Jersey	200
106	61x340	none	Chestnut street	400
107	150x150	none	S. Harper street	500
108	62x338	7 rooms	Chestnut street	2250
109	140x300	none	Farley Avenue	
110	1 acre	none	Farley Avenue	1600
111	1 acre	8 rooms	Sullivan street	1800

Davis Realty Co.

Laurens, S. C.

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